

## Showing Your Home

One of the most important rules about showing your home is this - **make it easy to do so!**

- ✓ Be ready to vacate the premises and be gracious about doing so. When your agent holds an open house, you should not be onsite. Most homebuyers prefer to tour the home when the owner is not present.
- ✓ Turn on the lights, open the drapes and make sure there are no odors.
- ✓ Keeping your home neat and tidy while your home is listed is critical. If a showing comes up quickly, you will be ready! Beds should be made; no dirty dishes in the sink; bathrooms clear of clutter; clothes, toys, etc. should all be put away.
- ✓ If you have a pet, it would be best if they are out of the house during a showing or an open house. Bring them with you, or make arrangements to have a friend or neighbor watch them during the showing. Some people have allergies and some are fearful of pets. Either situation potentially could cause a negative reaction to your home.
- ✓ Be certain to ask your agent for feedback after each showing and if feasible, correct objections that come up from prospective purchasers.